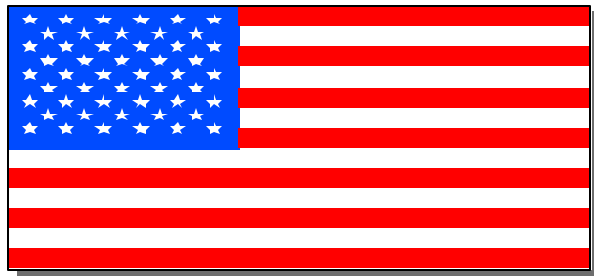


The U.S. Almond Industry

Situation and Outlook

Horticultural & Tropical Products Division
Foreign Agricultural Service



June 2001

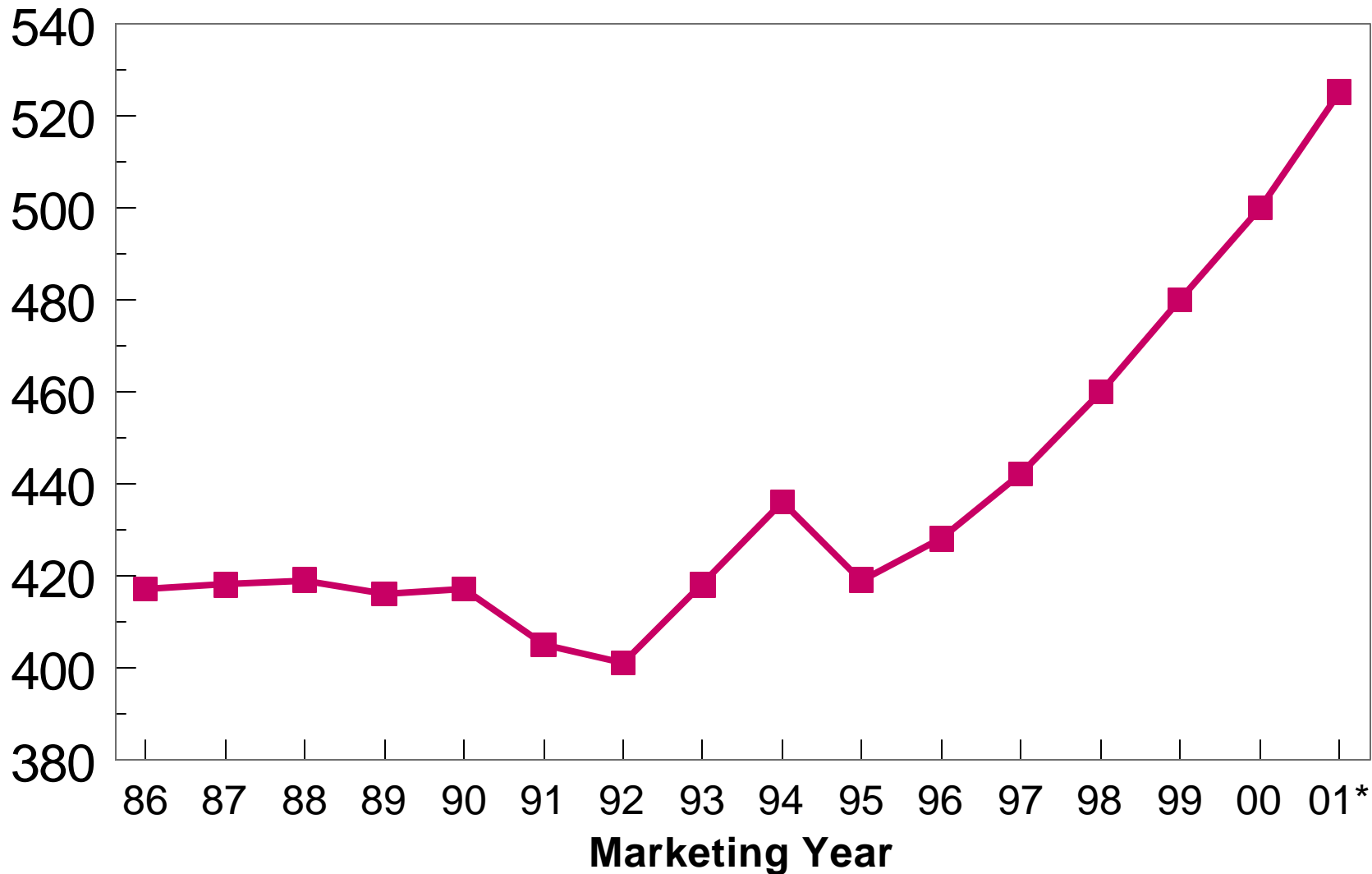
U.S. Almond Industry Facts

- By value, almonds are the number one horticultural export commodity (\$663 million in Calendar Year 2000).
- California is the only state that commercially produces almonds.
- There are approximately 6,000 almond growers in the United States.
- Over 40% of tree nuts in the U.S. are eaten in cereals and desserts.
- California produces roughly 75% of the world almond supply.
- Marketing Year 2000/01* crop is expected to reach 323,411 metric tons with a value of over \$670 million.
- The 2001/02 crop is forecast at 396,893 metric tons, a 19% increase from the previous year.
- Almond bearing acreage for Marketing Year 2001/02 is estimated at 525,000 acres.

* - Marketing Year for almonds is August-July

California Almond Acreage Has Expanded Rapidly

(000) Acres

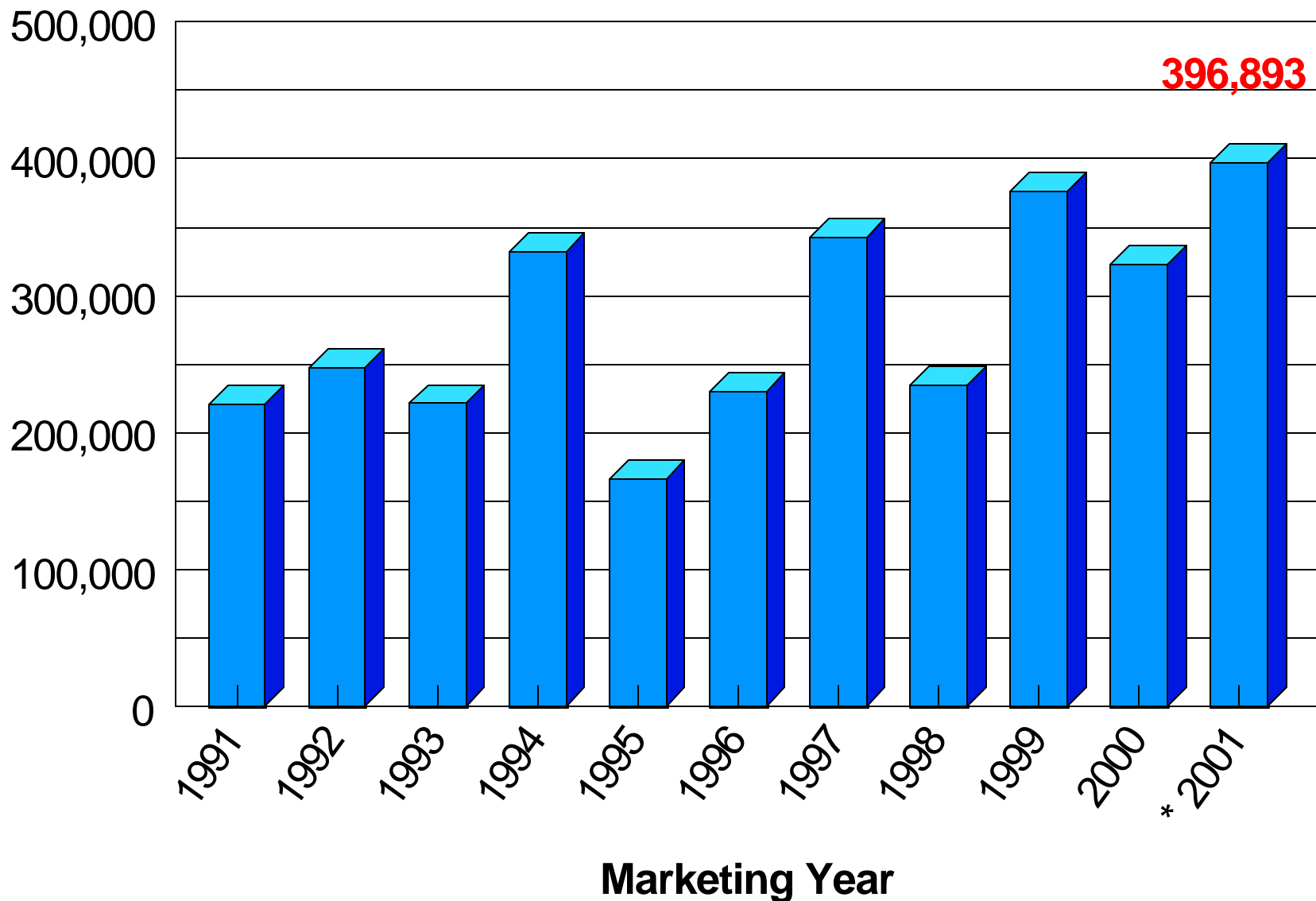


* - Forecast

Source: NASS

California Almond Production

Metric Tons

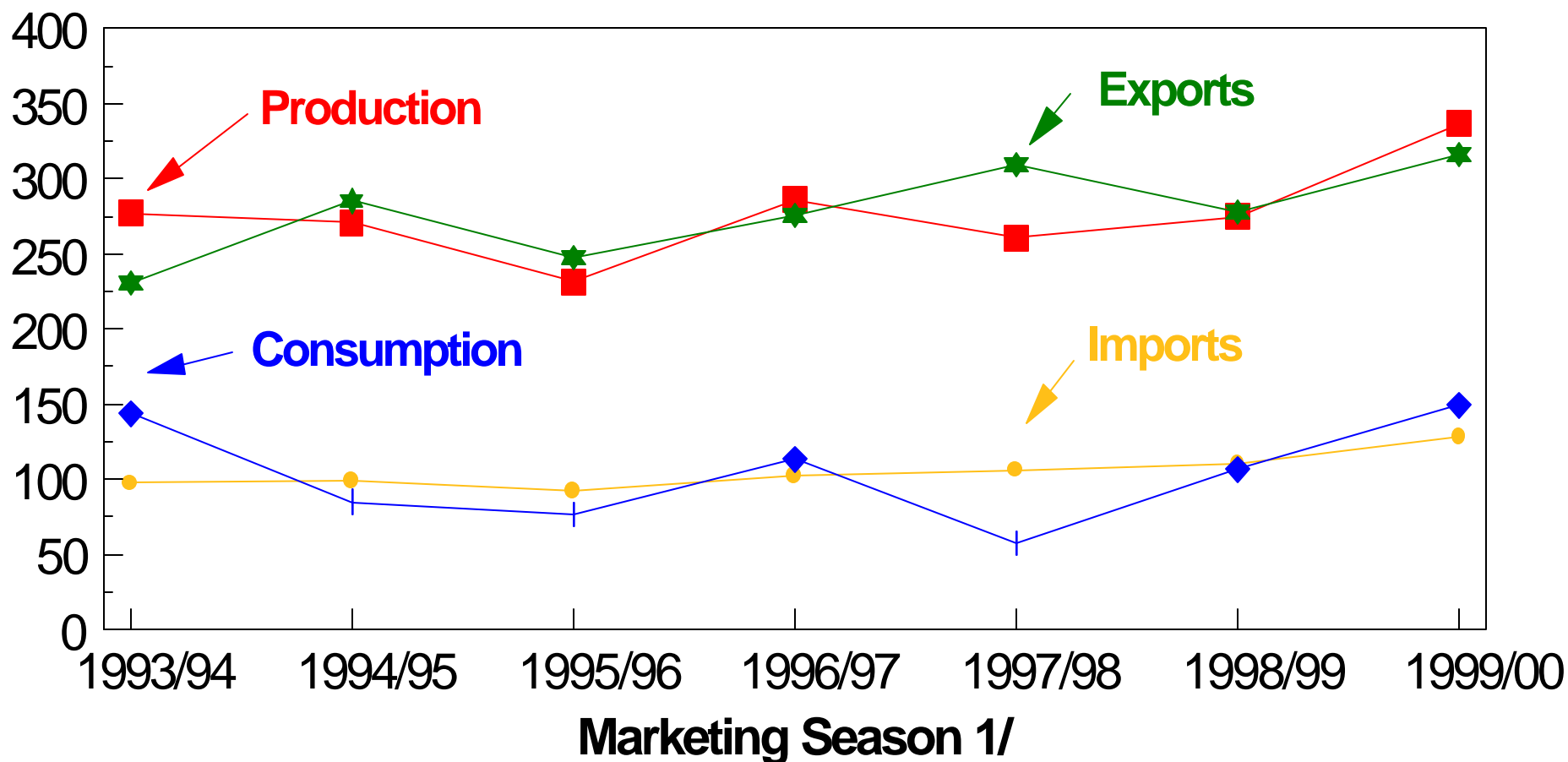


* - Forecast

Source: California Agricultural Statistics Service

The U.S. Tree Nut Market

Thousand Metric Tons

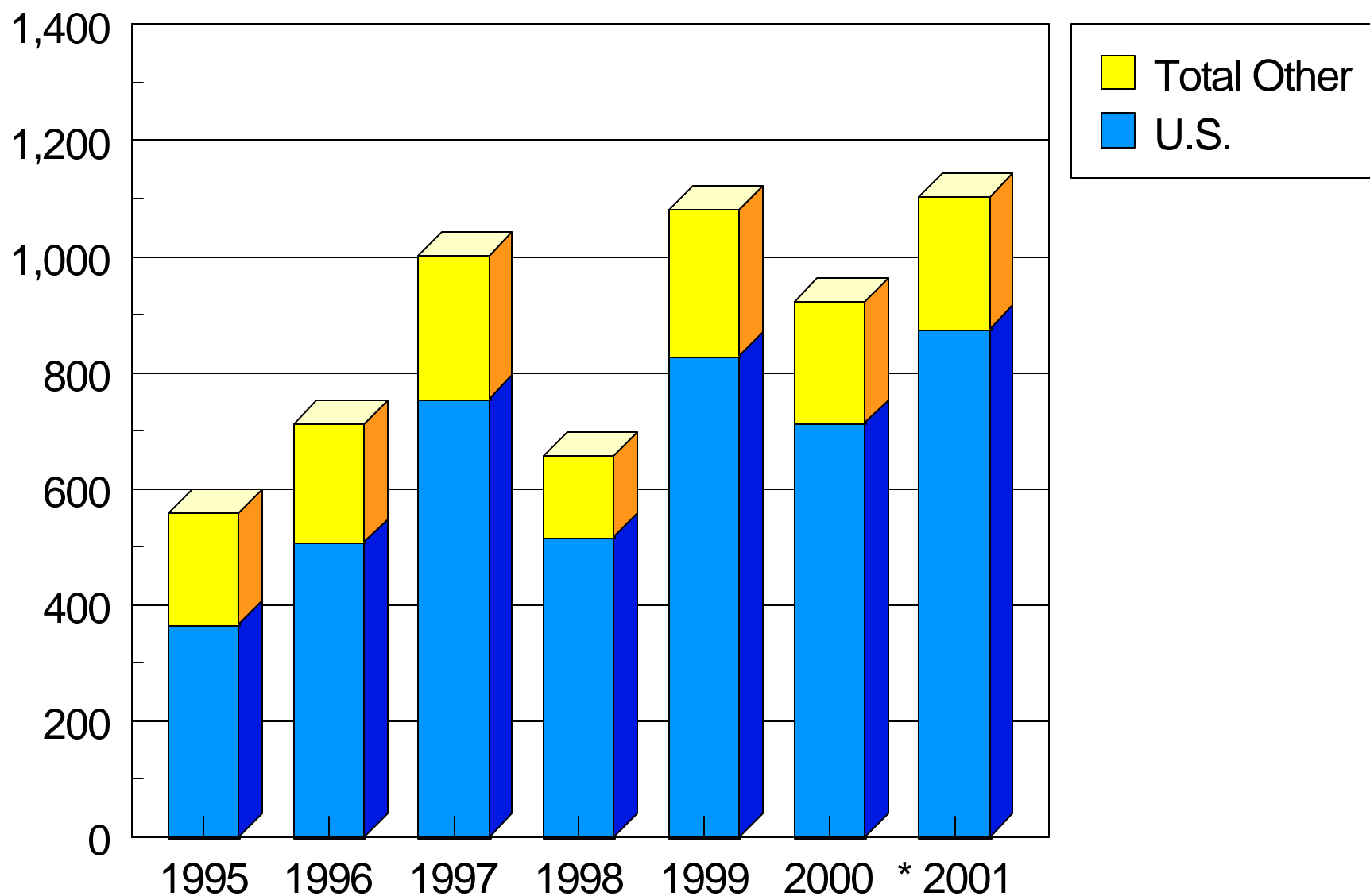


Source: Economic Research Service, USDA

1/ Beginning July 1 for almonds, hazelnuts, macadamia, and peacans; August 1 for walnuts; September 1 for pistachios

U.S. Share of World Almond Production

Million Pounds



* - Forecast

Source: USDA, FAS

Marketing Year

Commercial Production of Almonds in Major Producing Countries

Million
Pounds

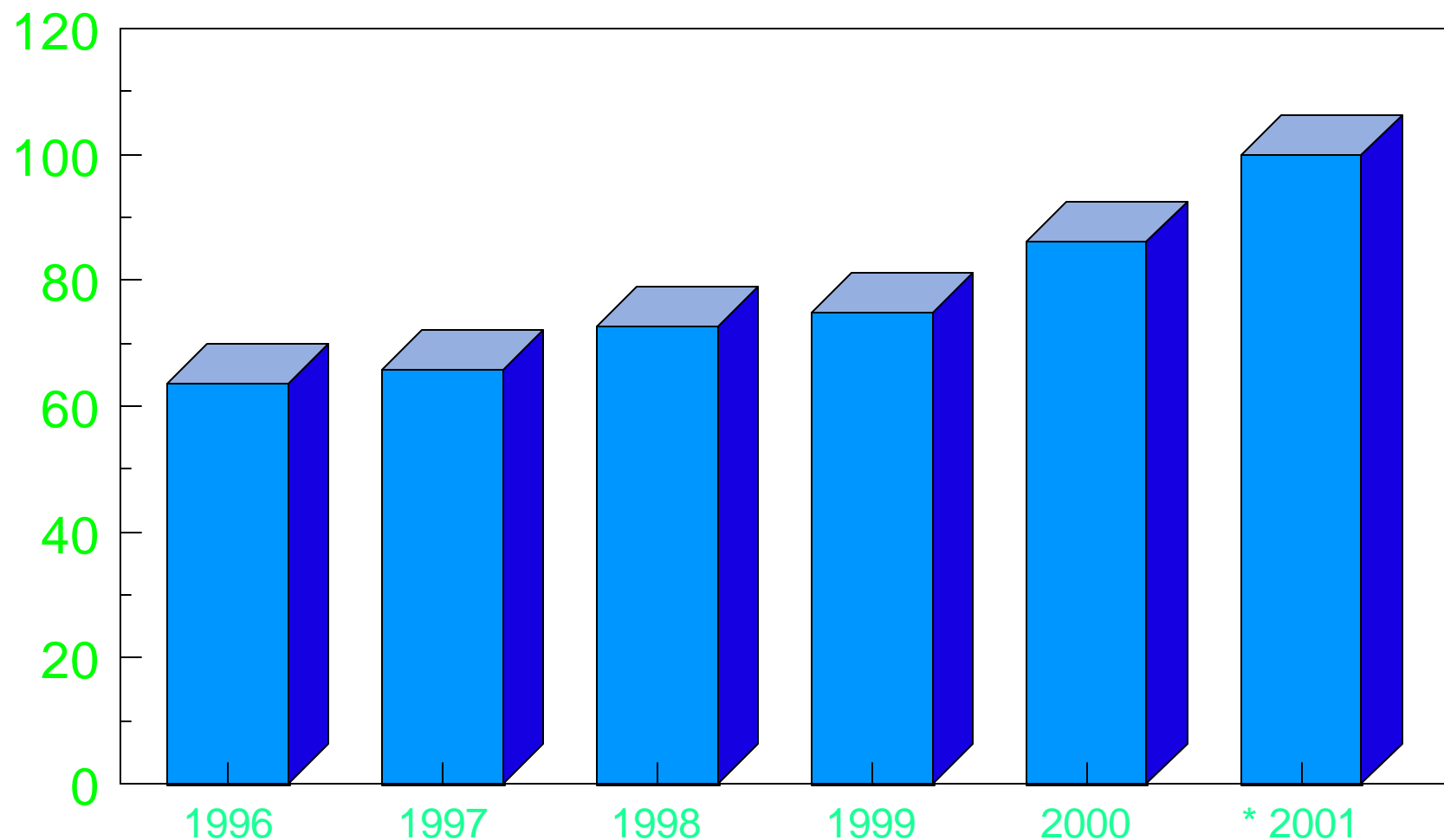
Marketing Year	Greece	Italy	Spain	Turkey	U.S.A.	Total	U.S.A. % of Total
1991/92	24.30	24.30	142.20	33.70	485.90	710.30	68%
1992/93	35.30	39.70	158.70	34.60	545.90	814.20	67%
1993/94	44.10	33.10	185.20	35.30	488.20	785.80	62%
1994/95	35.30	30.90	154.90	34.60	732.90	988.50	74%
1995/96	28.70	33.10	99.90	30.20	366.10	557.90	66%
1996/97	28.20	13.20	132.30	31.50	507.50	712.80	71%
1997/98	32.00	24.30	165.30	24.30	756.50	1,002.30	75%
1998/99	26.50	19.80	66.10	26.50	517.00	655.90	79%
1999/00	37.50	37.50	145.50	30.90	829.90	1,081.20	77%
2000/01	33.50	22.00	121.30	32.00	640.00	848.8	75%

Source: USDA/FAS, *World Hort. Trade & Export Opportunities*

Note: Reporting countries account for nearly 100% of world production.

California Domestic Almond Shipments to Set a New Record in 2001

(000) Metric Tons

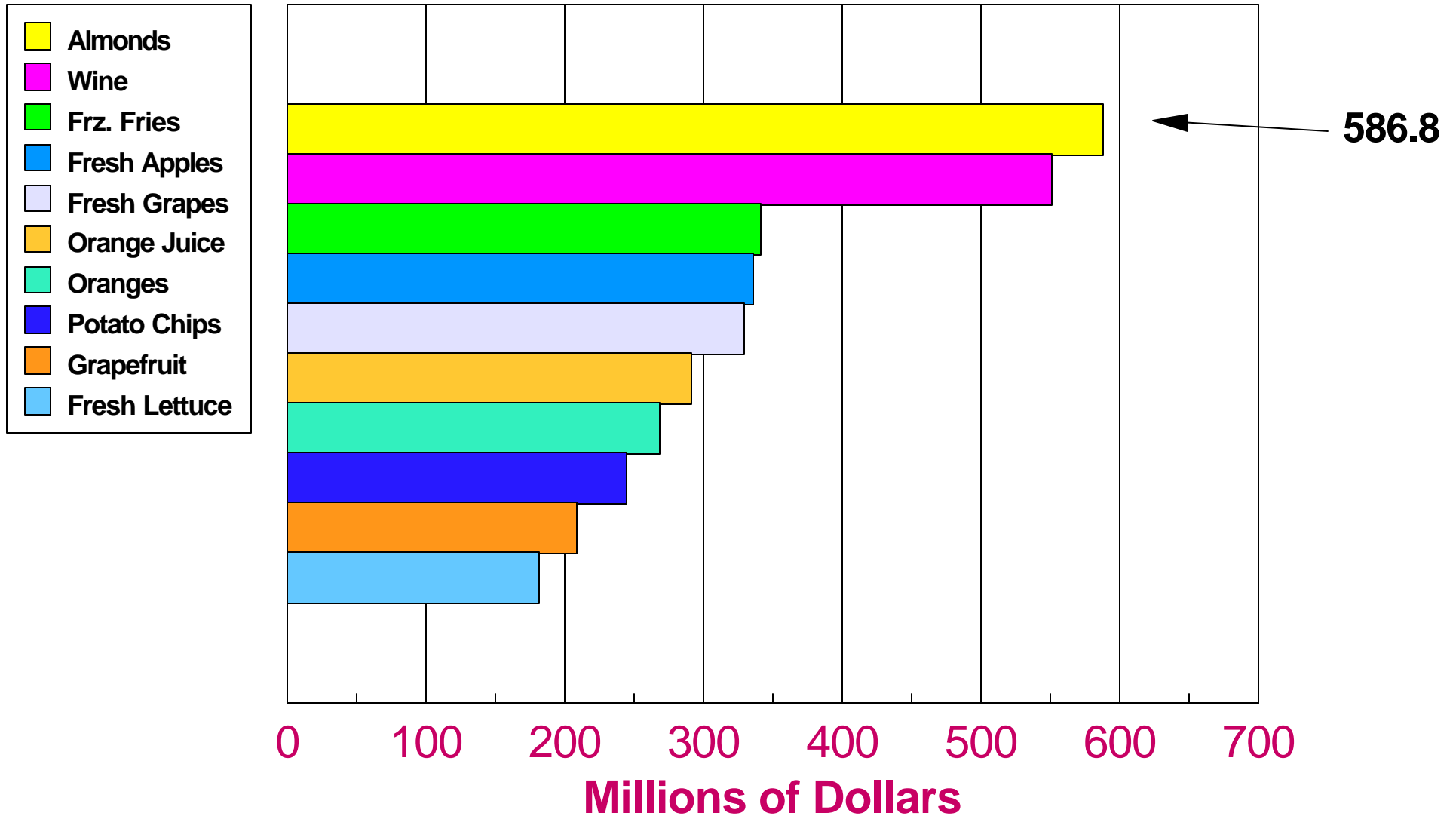


* - Forecast

Marketing Years 1996-2001

Source: Almond Board of California

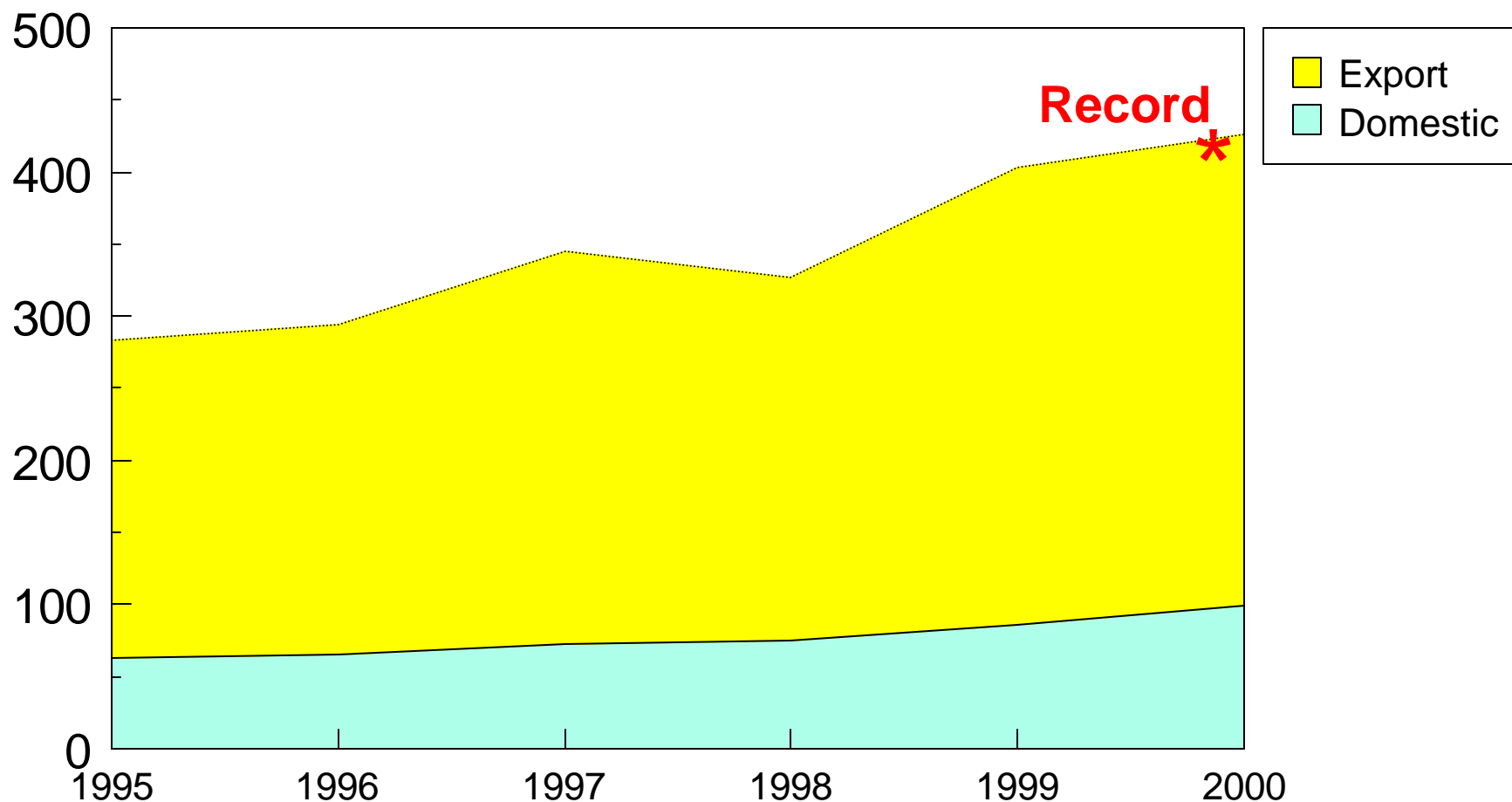
Almonds are the Top U.S. Horticultural Export by Value



Source: U.S. Department of Commerce
Marketing Year 1999/00

Almond Export Shipments are Increasing Both in Absolute and Relative Terms

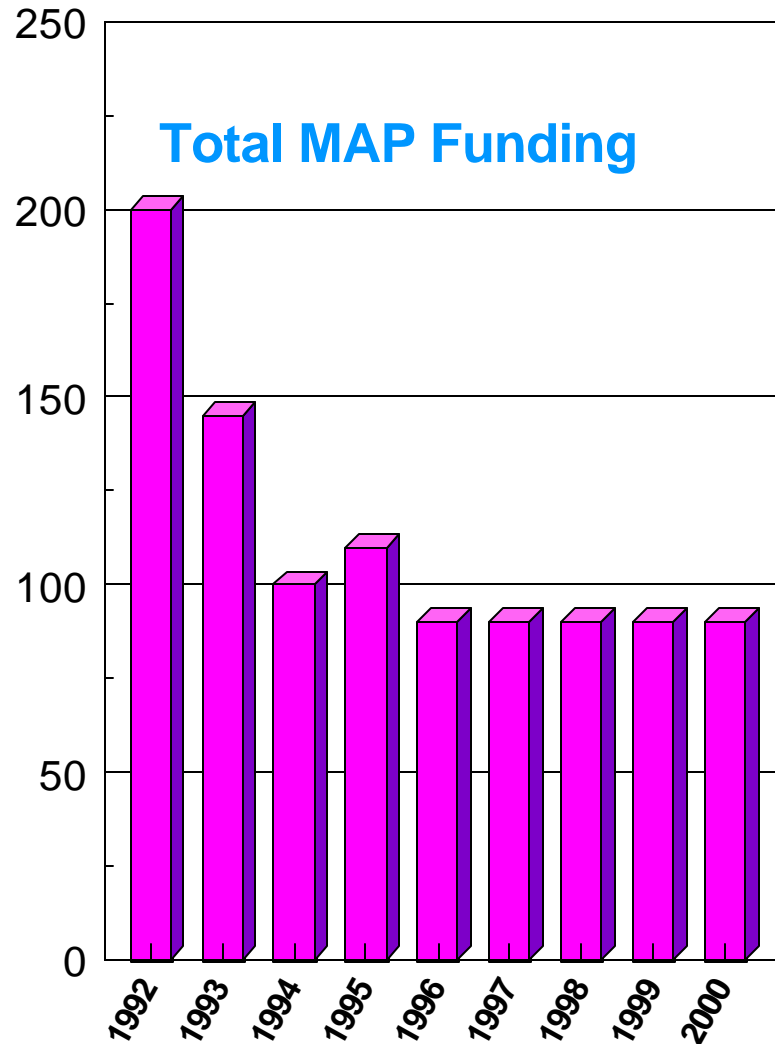
(000) Metric Tons



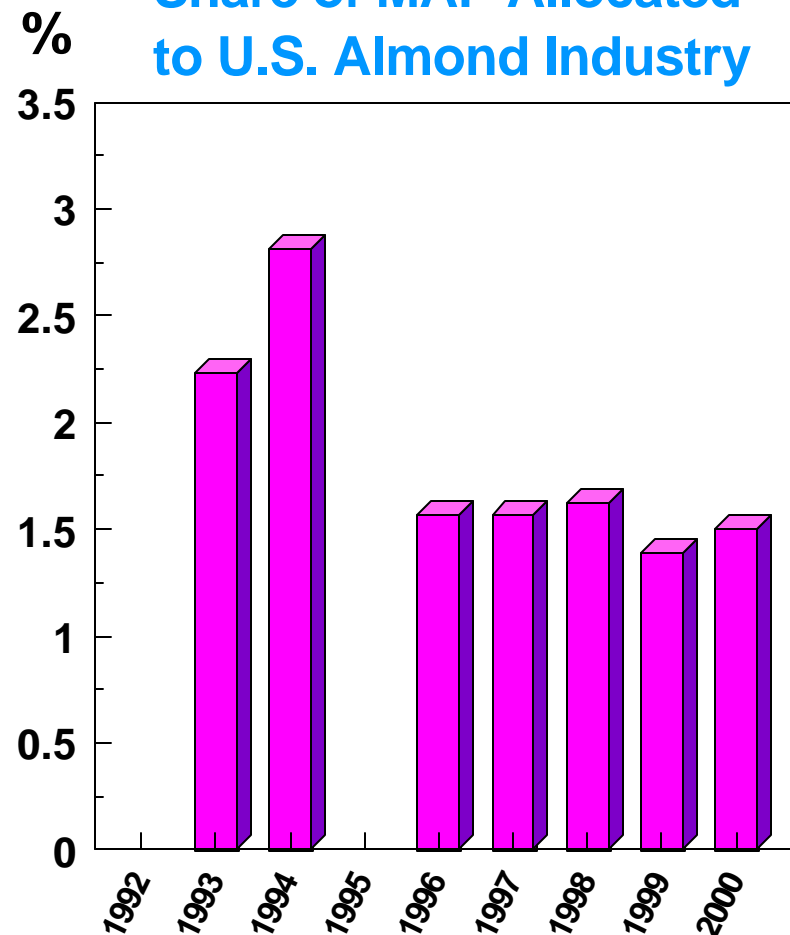
Source: Almond Board of California
Marketing Years 1995-2000

Market Access Program (MAP) Funds Have Been Important to U.S. Almond Promotional Efforts

\$ Million

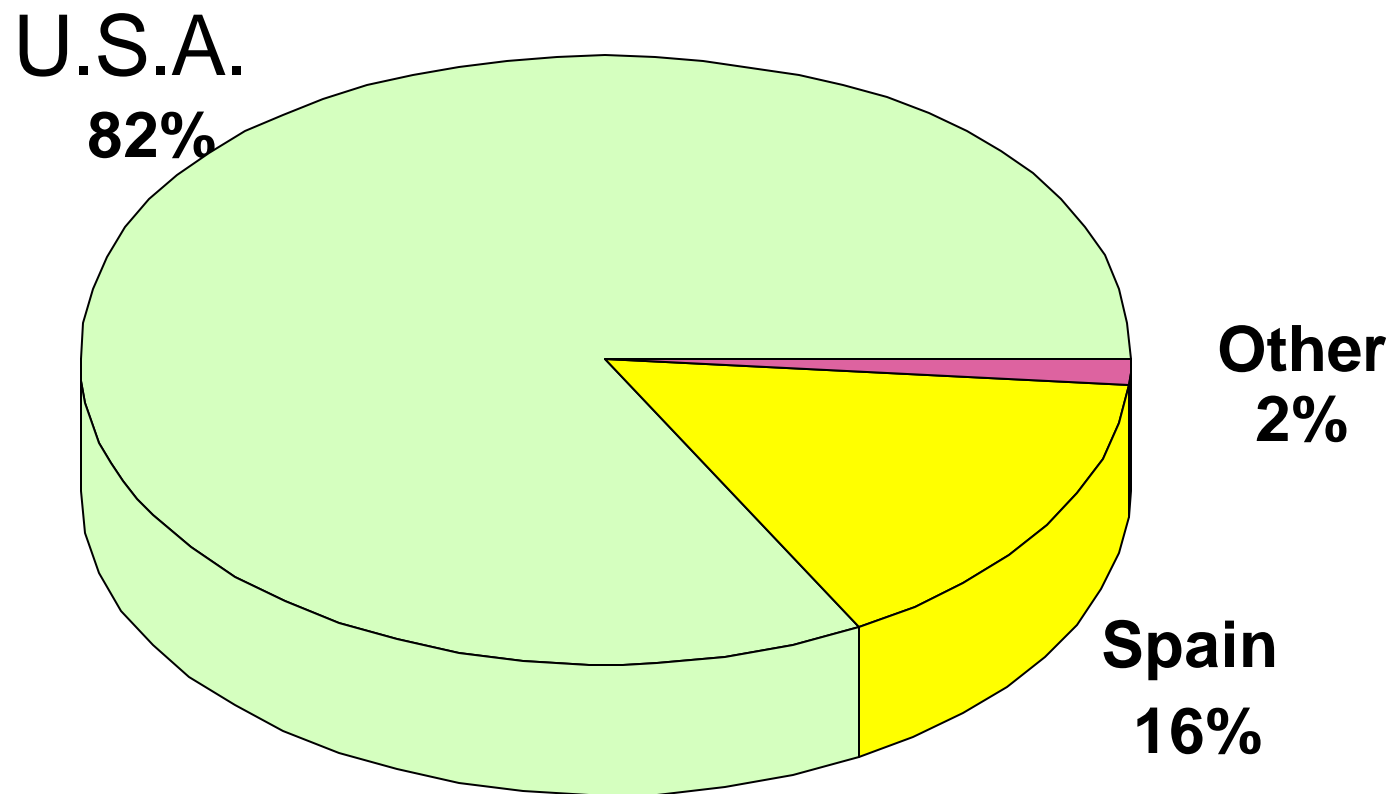


Share of MAP Allocated to U.S. Almond Industry



Fiscal Years

The U.S. is, by far, the largest exporter of almonds in the world. Spain comes in a distant second.

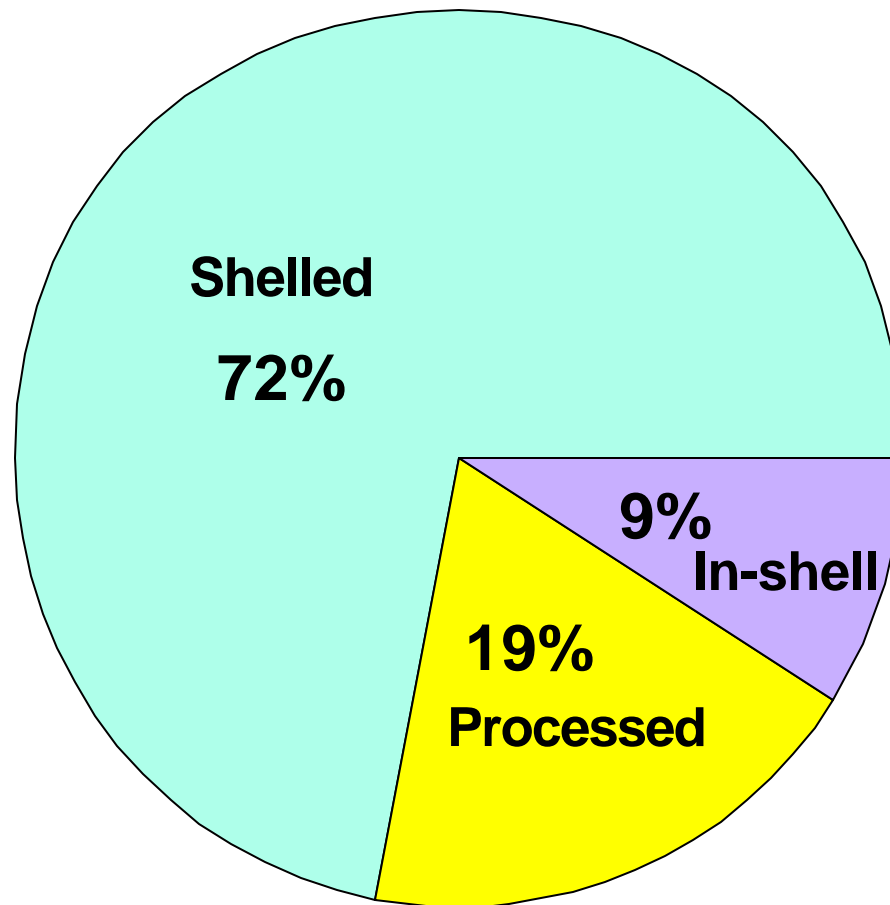


Marketing Year 2000/01

Source: USDA, FAS World Horticultural & U.S. Exports Opportunities

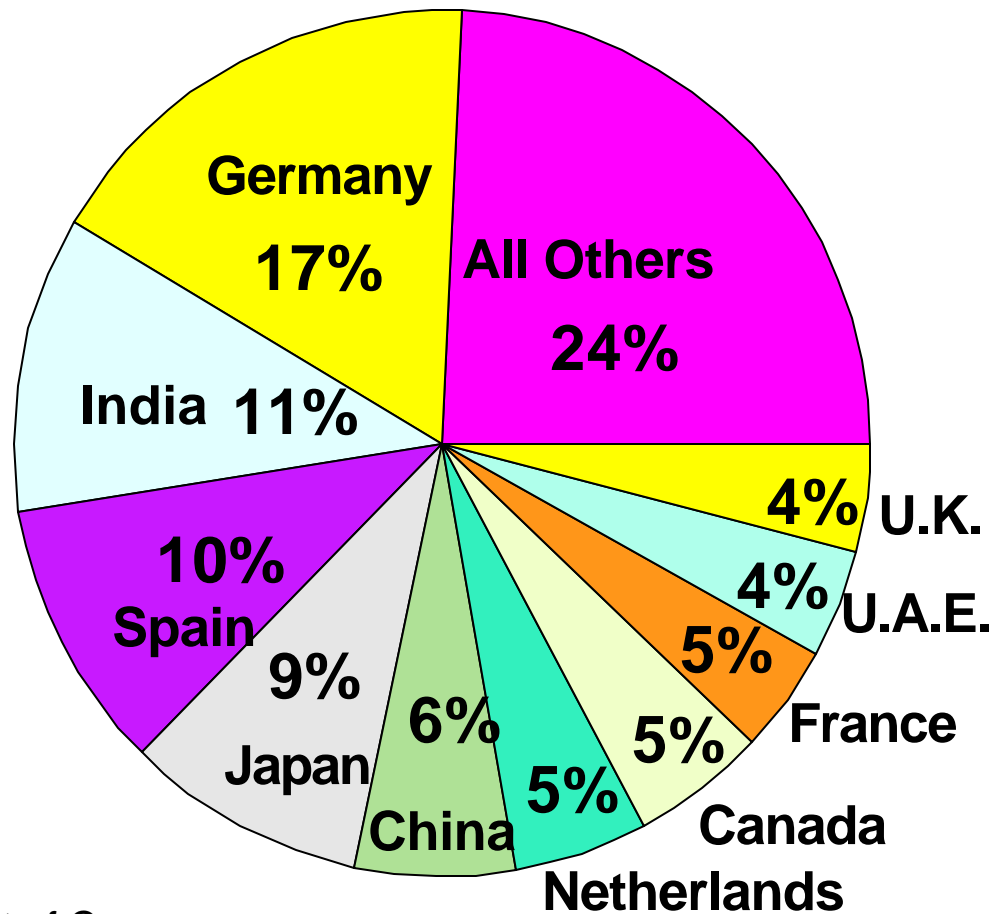
Almond Export Shipments by Product Type

Marketing Year 2000



Source: Almond Board of California

Top 10 Almond Export Destinations



Source: U.S. Department of Commerce
Calendar Year 2000

2001 Applied Tariff Rates of Almonds for Selected Countries

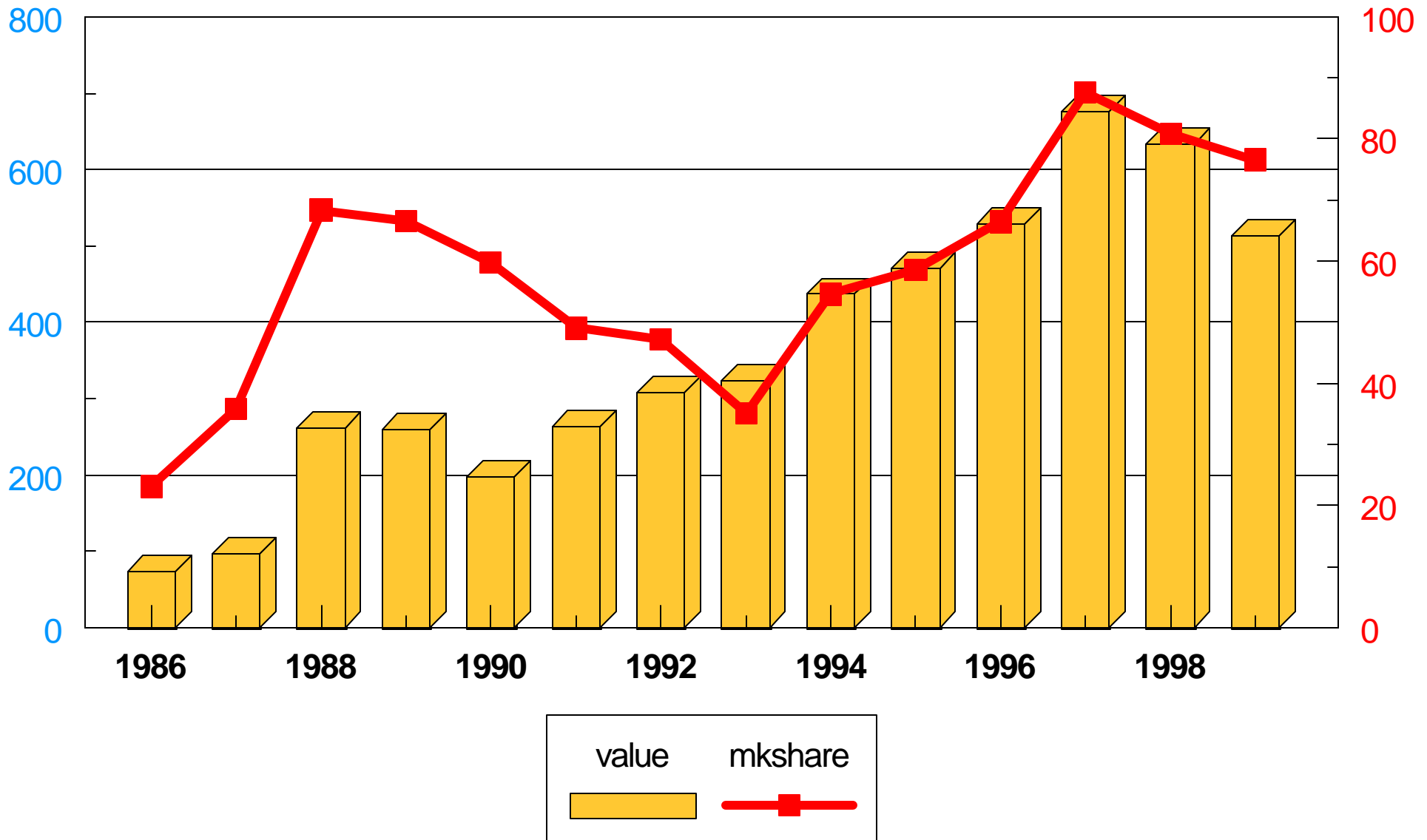
Commodity	Almonds (ns)	Almonds (sh)
HS #	080211	080212
EU	5.6%	3.5%
India	Rs 35 per kg	Rs 65 per kg
Japan	2.4%	2.4%
Hong Kong	0%	0%
China	29% + 13 or 17 VAT	6% + 13 or 17 VAT
Canada	0%	0%
Turkey	44.6%	44.6%
Taiwan	10%	10%
Korea	8%	8%
Israel	Out-of-Quota Tariff 90%	Out-of-Quota Tariff 90%
U.S.A.	2%	5.7%

U.S. Almond Exports to the World

Value and Market Share

Millions of Dollars

Market Share

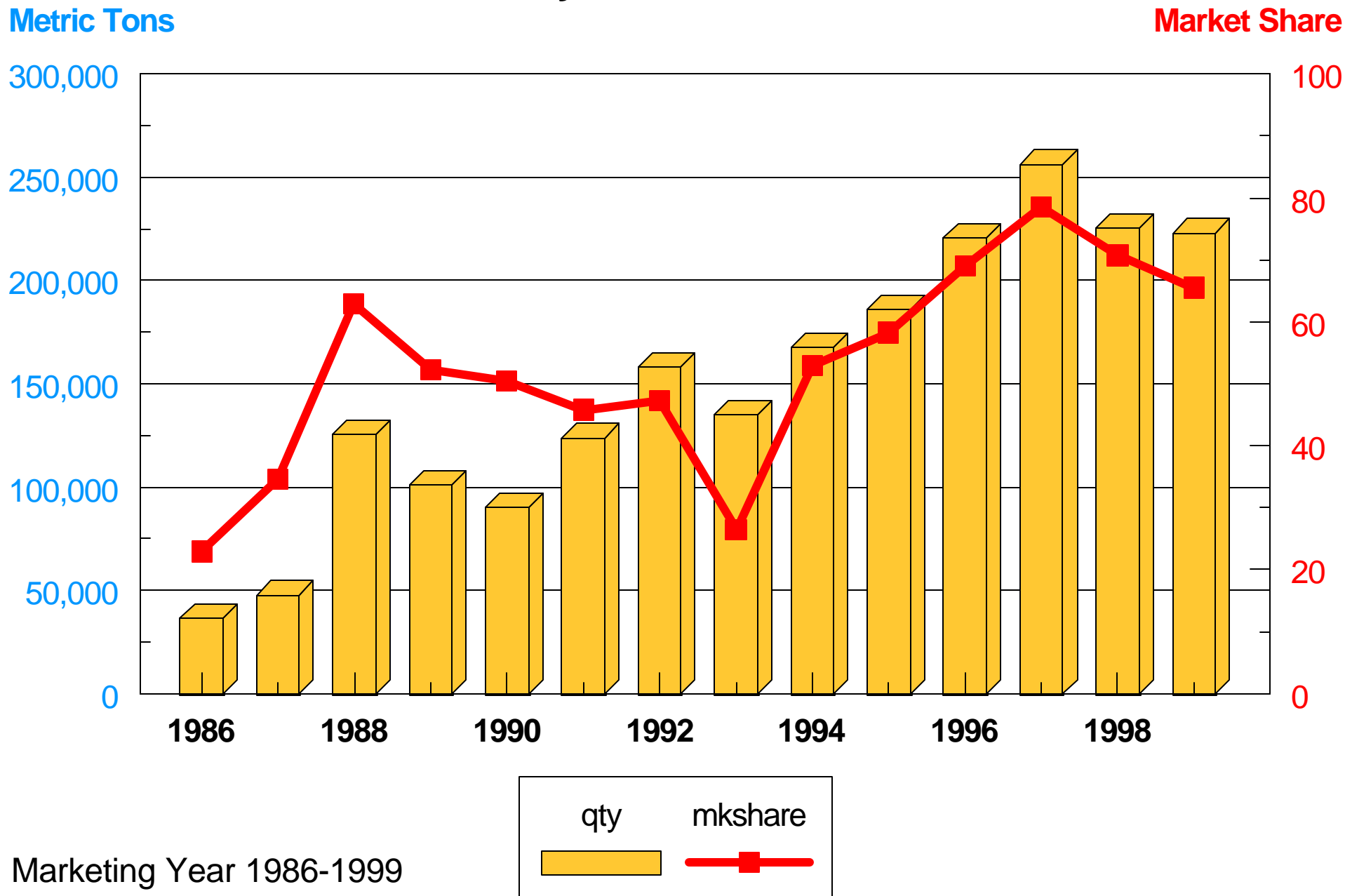


Marketing Year 1986-1999

Source: U.S. Agricultural Attache Reports

U.S. Almond Exports to the World

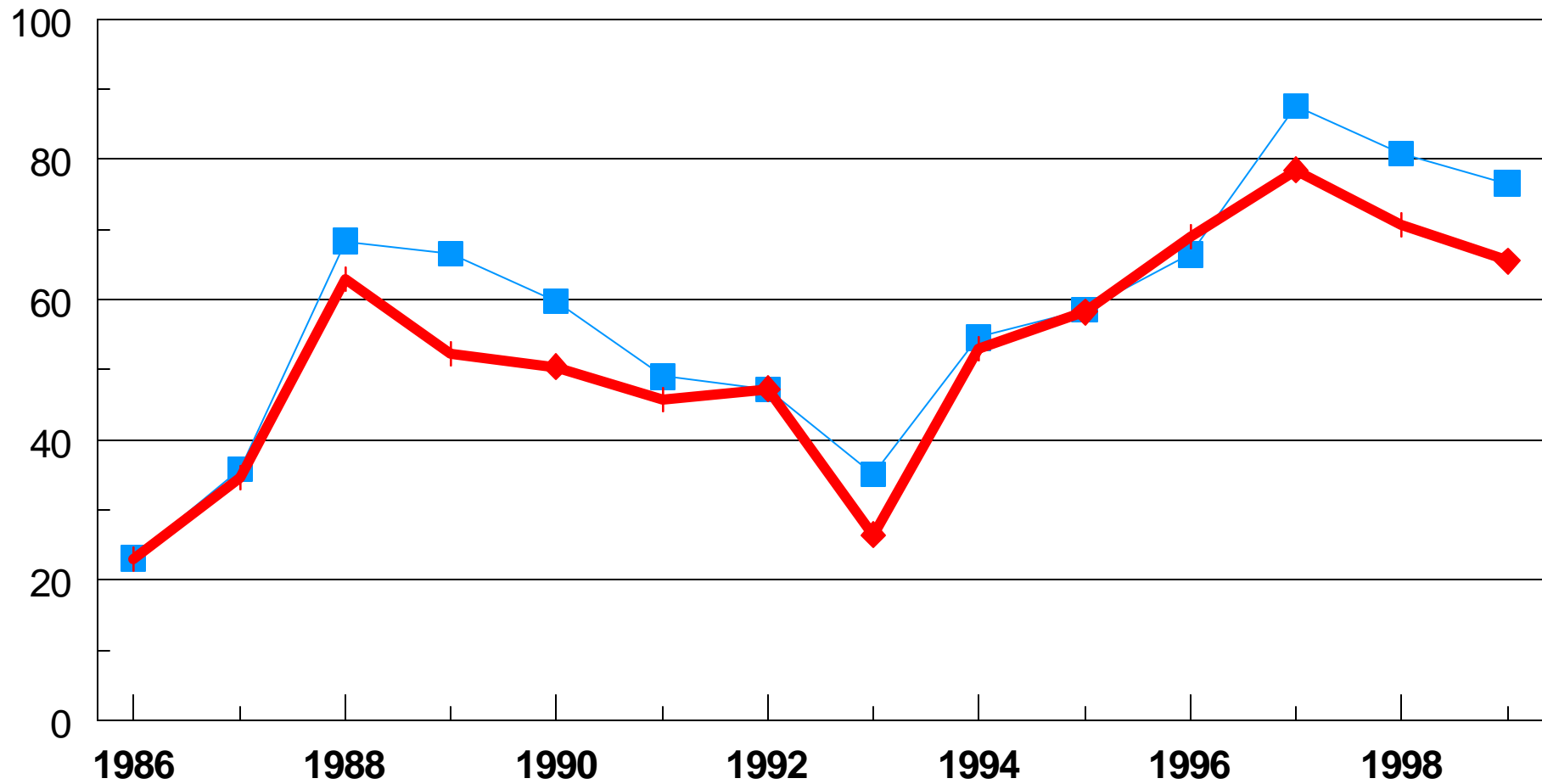
Quantity and Market Share



U.S. Almond Exports to the World

Value and Market Share

Market Share



Market Share Value Market Share Quantity

—■—

—◆—

Marketing Year 1986-1999

Source: U.S. Agricultural Attache Reports

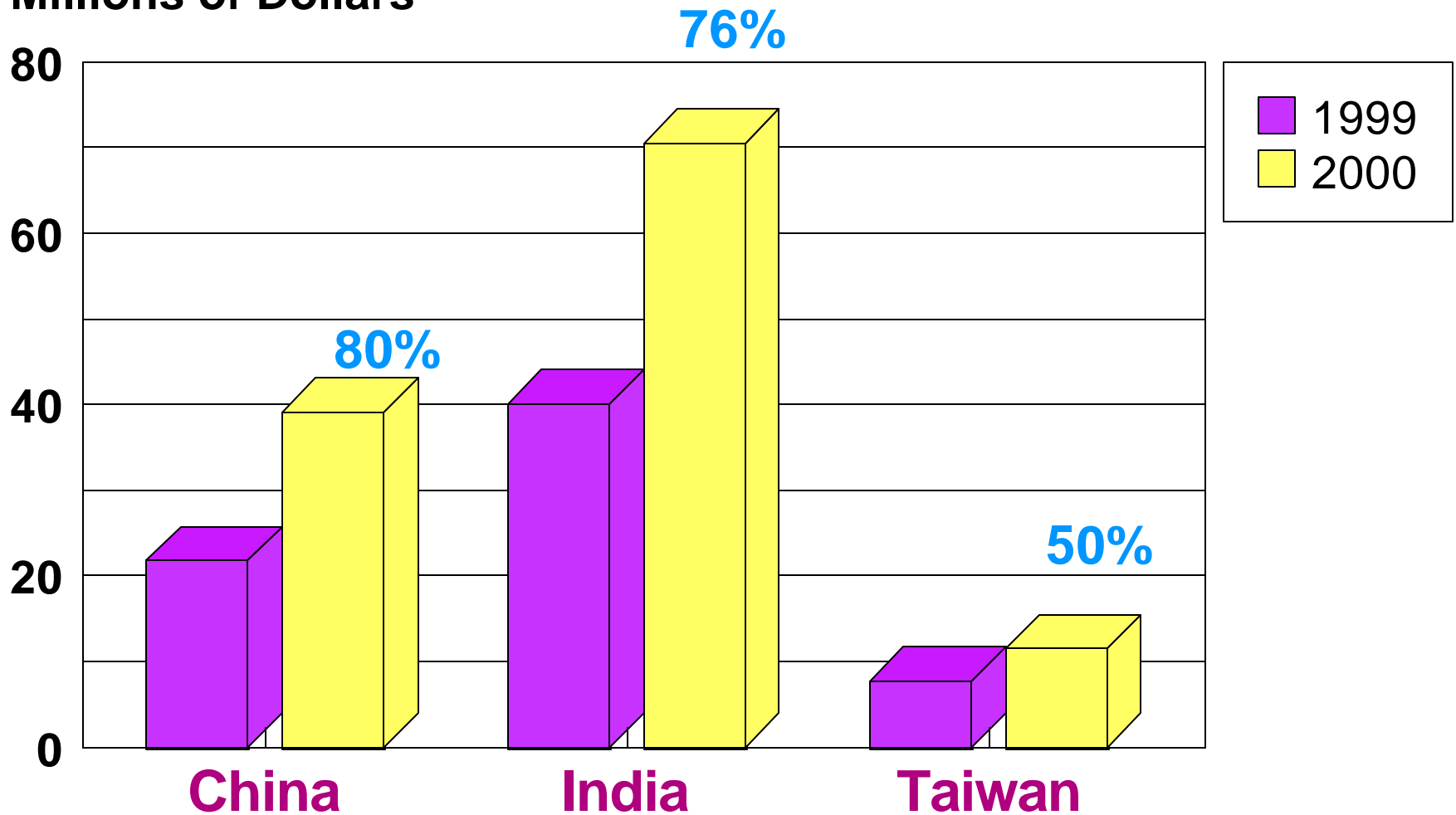
Asian Markets are Booming

Calendar Year 2000

- Exports to China have increased **80%** from the previous year.
- China has jumped from the 9th export market to become the 5th largest export destination for almonds.
- Exports to India have increased **76%** from previous year.
- India has jumped from the 5th largest export market to become the 2nd largest destination for U.S. almonds.

Percent Growth in Almond Exports to Major Asian Markets

Millions of Dollars



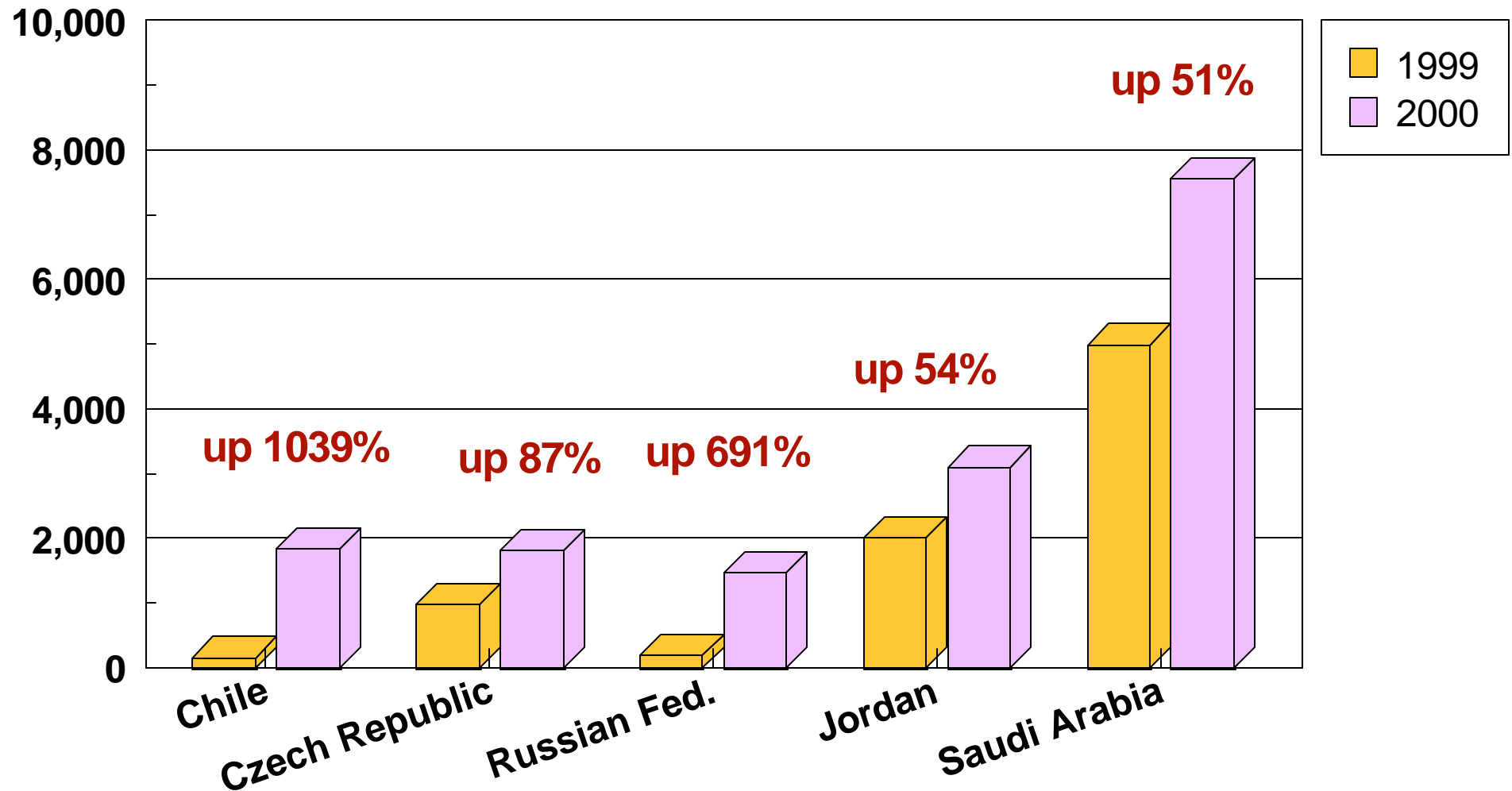
Calendar Year

Source: U.S. Department of Commerce

Keep an Eye on Future Growth Markets

(Almond Export Value Over \$1 million)

Thousands of \$



Calendar Year

Source: U.S. Department of Commerce

Keep an Eye on Future Growth Markets

(Almond Export Value *Under* \$1 million)

000's of \$

1,000

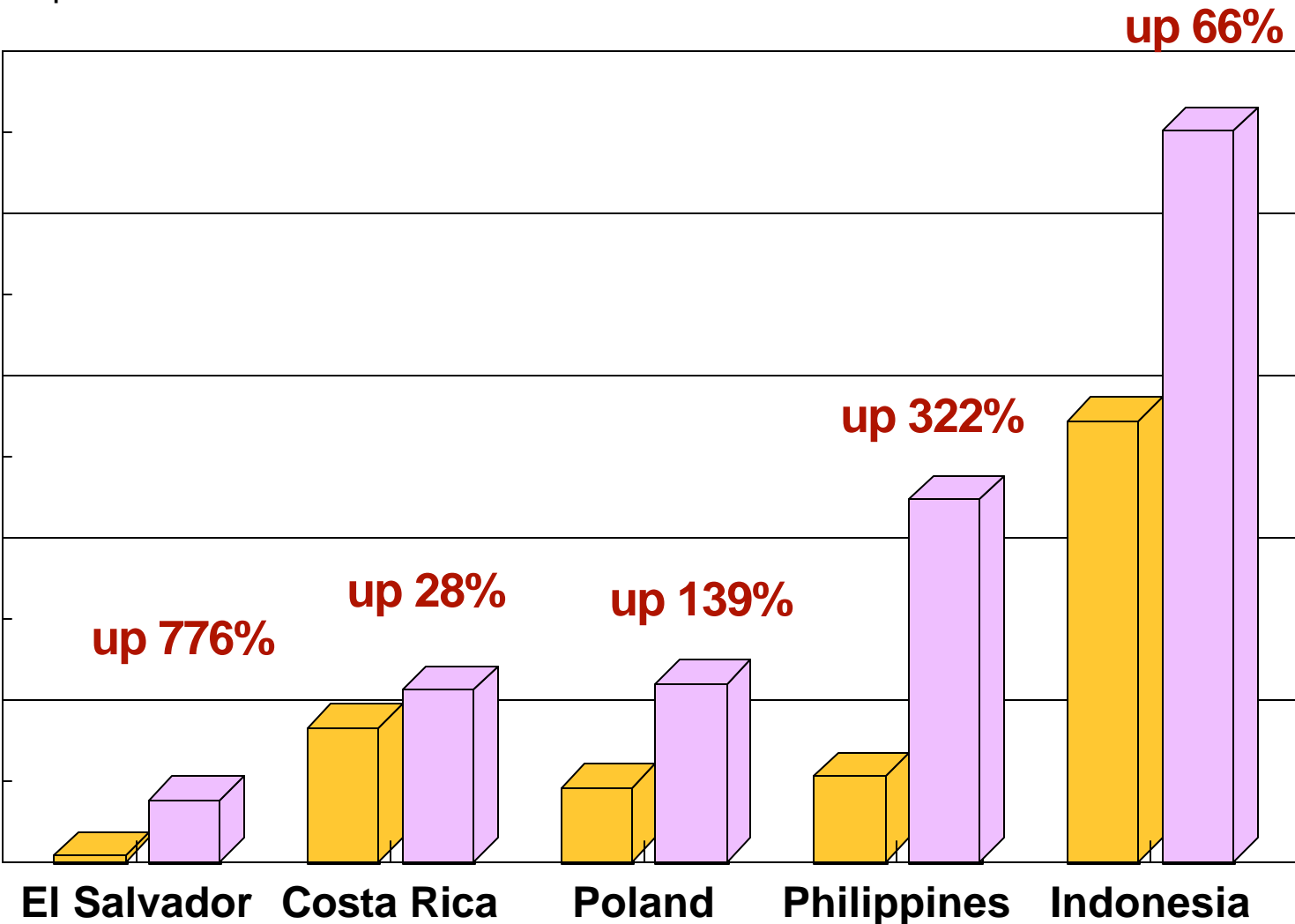
800

600

400

200

0

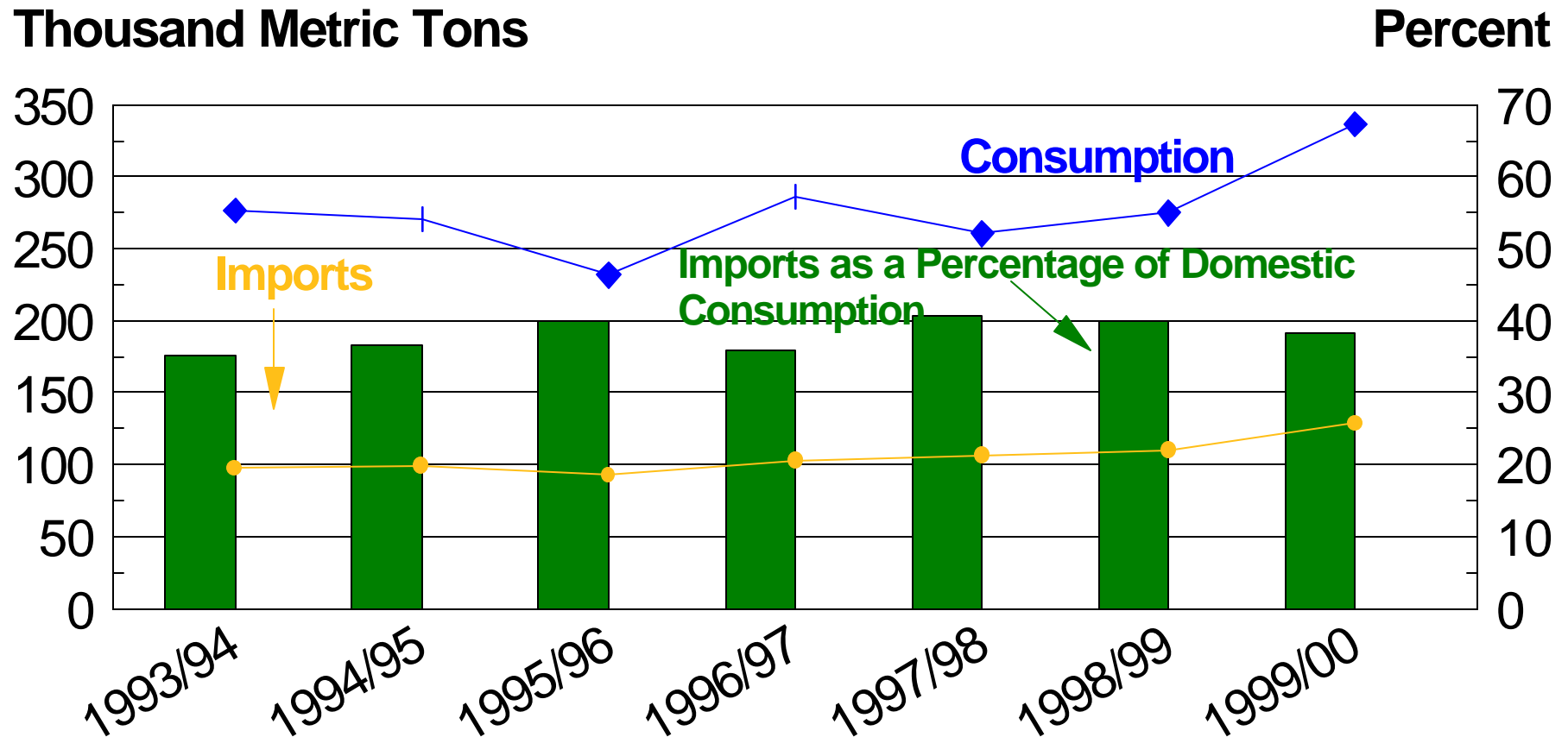


1999
2000

Calendar Year

Source: U.S. Department of Commerce

U.S. Tree Nut Imports and Market Share of Domestic Consumption



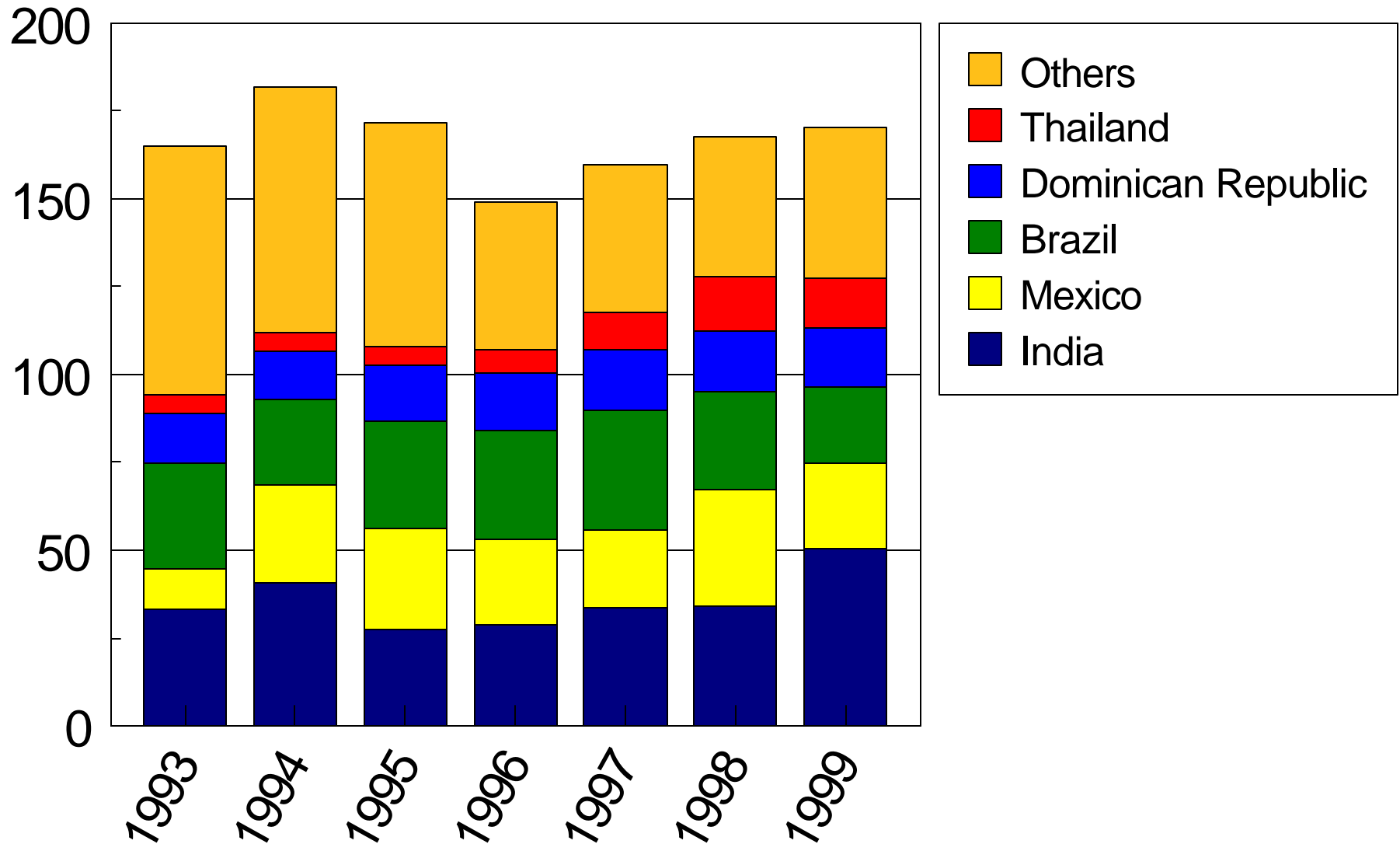
Marketing Season 1/

Source: Economic Research Service, USDA

1/ Beginning July 1 for almonds, hazelnuts, macadamia, and peacans; August 1 for walnuts; September 1 for pistachios

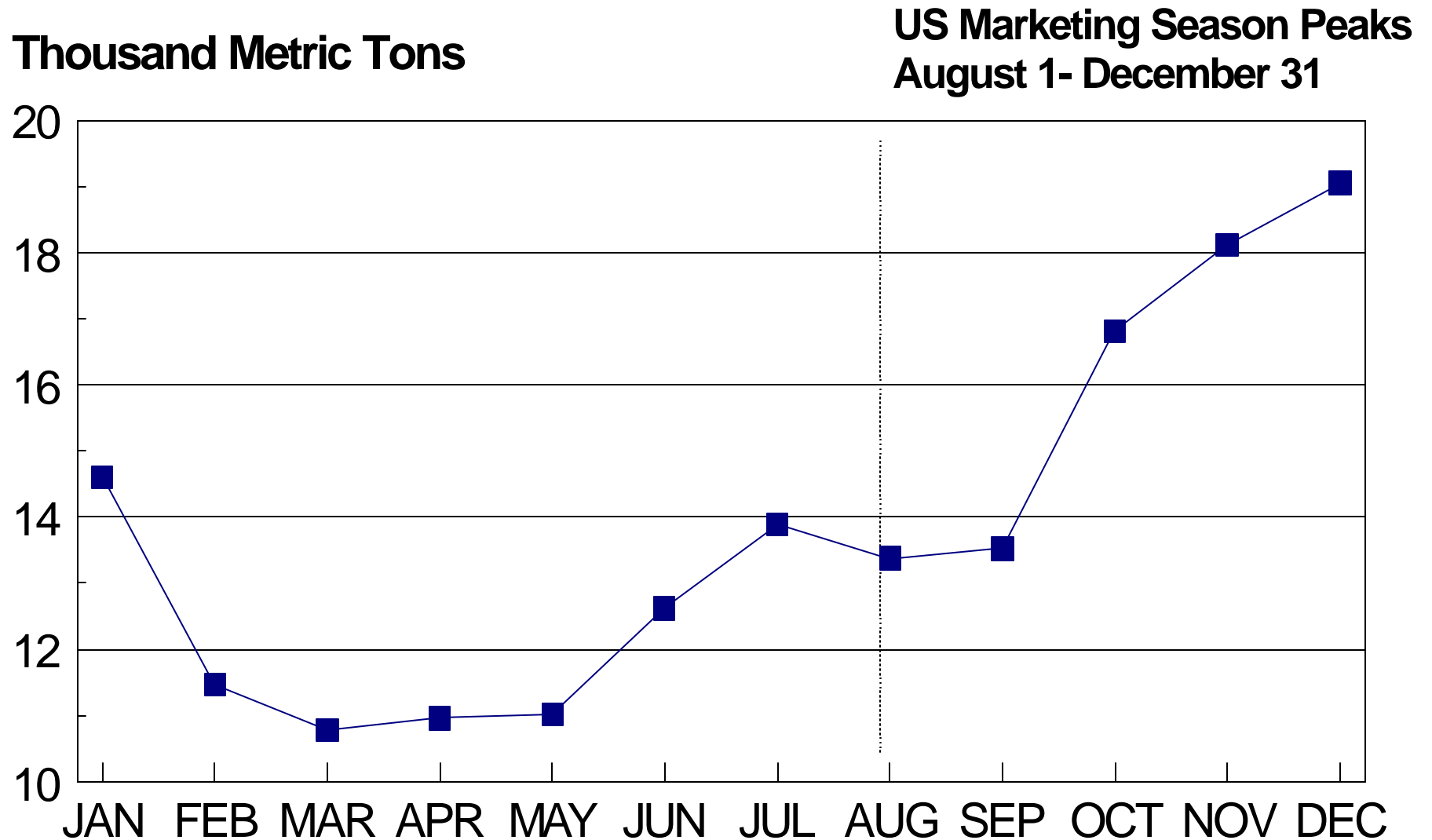
Origins of U.S. Imported Tree Nuts

Thousand Metric Tons



Source: US Bureau of the Census

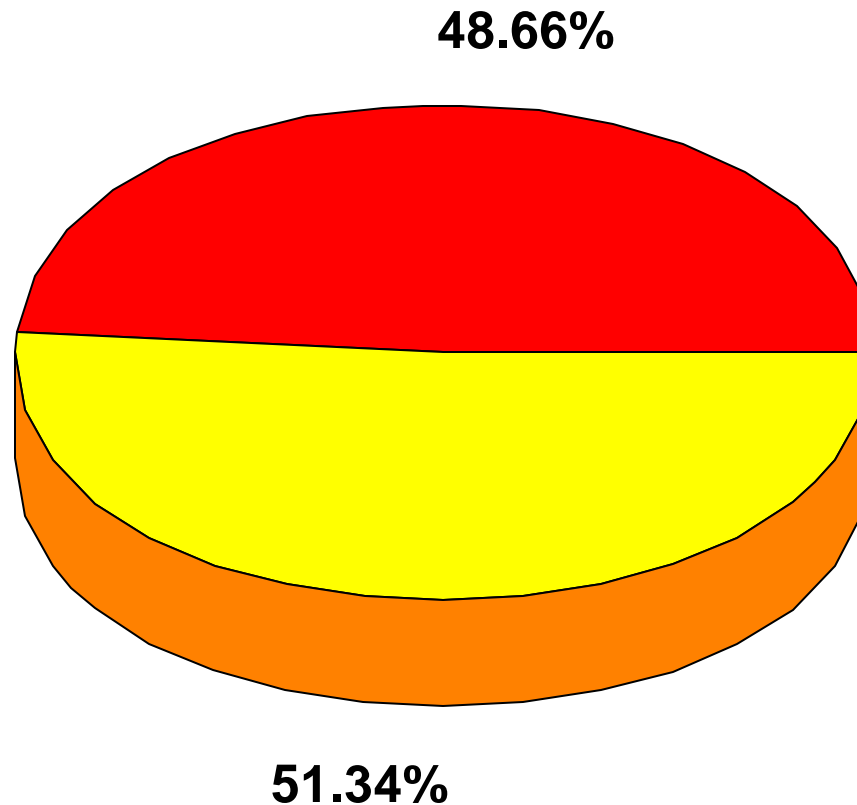
Monthly Imports of Tree Nuts



Note: Average Monthly Imports 1997-99

Source: US Census Bureau

Share of Tree Nut Imports in Relation to the U.S. Marketing Season



Marketing Season Peaks August 1-December 31

Based on Average Monthly Imports 1997-99

Source: US Census Bureau